

## **Comprehensive Negotiation Bibliography\***

(Compiled by Sharon Press, Ken Fox, and James Coben (July 2021))

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### **Basic Negotiation Texts**

#### **General**

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\* Recommended “top ten” highlighted in yellow.

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Gray, Barbara. *Collaborating: Finding Common Ground for Multiparty Problems*. San Francisco: Jossey-Bass, 1989.

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Carrell, Michael R., and Christina Heavrin. *Labor Relations and Collective Bargaining: Cases, Practice, and Law*. Upper Saddle River: Prentice Hall, 2010.

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